



Santen Pharmaceutical Co.,Ltd Q1 FY2021 Data Book

Quarterly consolidated statements of income

| ■Core basis | | | | | | | | | | (JPY | millions) |
|---------------------------|---------|---------|---------|---------|---------|---------|----|--------|----|------|------------------|
| | | | FY2020 | | | | | FY2021 | | | FY2021 |
| | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | Full Forecast |
| Revenue | 57,563 | 61,342 | 62,881 | 67,819 | 249,605 | 64,986 | | | | | 260,000 |
| (Percent of revenue) | -2.7% | 2.9% | -1.1% | 14.5% | 3.3% | 12.9% | | | | | 4.2% |
| Cost of sales | -24,741 | -24,964 | -26,192 | -22,324 | -98,221 | -26,924 | | | | - | -101,000 |
| YoY | 2.6% | 3.2% | 0.5% | 9.0% | 3.6% | 8.8% | | | | | 2.8% |
| (Percent of revenue) | 43.0% | 40.7% | 41.7% | 32.9% | 39.4% | 41.4% | | | | | 38.8% |
| Gross profit | 32,822 | 36,377 | 36,690 | 45,495 | 151,384 | 38,062 | | | | - | 159,000 |
| YoY | -6.3% | 2.6% | -2.1% | 17.4% | 3.2% | 16.0% | | | | | 5.0% |
| (Percent of revenue) | 57.0% | 59.3% | 58.3% | 67.1% | 60.6% | 58.6% | | | | | 61.2% |
| Operating profit | 11,655 | 14,035 | 10,738 | 13,673 | 50,101 | 11,713 | | | | _ | 52,000 |
| YoY | -8.9% | 9.3% | -13.0% | 13.5% | 0.2% | 0.5% | | | | | 3.8% |
| (Percent of revenue) | 20.2% | 22.9% | 17.1% | 20.2% | 20.1% | 18.0% | | | | | 20.0% |
| Net profit for the period | 8,807 | 10,880 | 8,653 | 9,210 | 37,549 | 9,026 | | | | - | 39,000 |
| YoY | -8.9% | 19.3% | 2.9% | 6.0% | 4.6% | 2.5% | | | | | 3.9% |
| (Percent of revenue) | 15.3% | 17.7% | 13.8% | 13.6% | 15.0% | 13.9% | | | | | 15.0% |

| ■IFRS | (JPY millions) |
|-------|--------------------|
| | (35 11111110115) |

| Part | | | | FY2020 | | | | | FY2021 | | | FY2021 |
|--|----------------------------|---------|---------|---------|---------|---------|---------|----|--------|----|------|----------|
| Percent F7.563 61.342 62.881 67.819 24.806 64.886 26.000 4.279 4.279 4.279 4.279 4.279 4.2964 2.2964 3.296 3.396 3.396 3.896 4.296 4 | | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | |
| Cost of sales | Revenue | 57,563 | 61,342 | 62,881 | 67,819 | 249,605 | 64,986 | | | | | |
| VOY (Percent of revenue) 2.6% 3.2% 0.5% 9.0% 3.6% 8.8% 2.8% Gross profit 32.822 36,377 36,690 45,495 151,344 38,062 159,000 YoY 6.3% 2.6% 2.1% 17.4% 3.2% 16,096 5.0% GSAA expenses 1.5551 17.691 19,579 26,732 79,554 20,447 81,000 YoY -3.1% 1.8% 0.9% 30.2% 8.4% 31,596 5.0% R&D expenses -5,616 5,507 -6,530 -6,459 -24,112 -6,121 -6,200 YoY -9.0% 5,1% 13.8% 4.4% 3.3% 9.0% 3.12% R&D expenses -5,616 -5,507 -6,530 -6,459 -24,112 -6,21 -6,21 -6,200 YoY -9.0% 5,1% 13.8% 4.4% 3.3% 9.0% 7.8% Percent of revenue 9.8% 9.0% 9.5% 9.7% 9. | YoY | -2.7% | 2.9% | -1.1% | 14.5% | 3.3% | 12.9% | | | | | 4.2% |
| Percent of revenue 43.0% 40.7% 41.7% 32.9% 39.4% 41.4% 38.8% Gross profit 32.822 36.377 36.690 45.495 151,384 38.062 159.000 YoY 6.3% 2.6% -2.1% 17.4% 32.2% 16.0% 5.0% GS&A expenses -15,551 -17,691 -19,579 -26,732 -79,554 -20,447 -81,000 YoY -3.1% 1.8% 0.9% 30.2% 8.4% 31,5% 5.0% (Percent of revenue) 27.0% 28.8% 31.1% 39.4% 31,5% 31,5% 5.0% QParcent of revenue) 27.0% 28.8% 31.9% 31,5% 31,5% 31,2% R&D expenses -5,616 -5,507 -6,530 -6,459 24,112 -6,121 -6,200 YoY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 9.0% 7.8% Product 2.2 2.503 -2,533 -9,509 -2,0 | Cost of sales | -24,741 | -24,964 | -26,192 | -22,324 | -98,221 | -26,924 | | | | | -101,000 |
| Gross profit 32,822 36,377 36,690 45,495 151,384 38,062 159,000 YOY -6.3% 2.6% -2.1% 17,4% 3.2% 16.0% 5.0% GRA expenses -15,551 -17,691 -19,579 -26,732 -79,554 -20,447 -81000 YOY -3.1% 1.8% 0.9% 30,2% 8.4% 31,5% 5.0% R&D expenses -5,616 -5,507 -6,530 -6,459 -24,112 -6,121 -26,000 YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% R&D expenses -5,616 -5,507 -6,530 -6,459 -24,112 -6,121 -22,000 YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% Percent of revenue 9.8% 9.0% -2,503 -2,539 -9,920 -2,040 -8,900 YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16, | YoY | 2.6% | 3.2% | 0.5% | 9.0% | 3.6% | 8.8% | | | | | 2.8% |
| YOY -6.3% 2.6% -2.1% 17.4% 3.2% 16.0% 5.0% 5.0% CPercent of revenue) 57.0% 59.3% 58.3% 67.1% 60.6% 58.6% 61.2% SG&A expenses -15,551 -17,661 19,579 26,732 -79,554 20,447 81,000 YOY -3.1% 1.8% 0.9% 30.2% 8.4% 31.5% 5.0% (Percent of revenue) 27.0% 28.8% 31.1% 39.4% 31.9% 31.5% 31.2% R&D expenses -5,616 -5,507 -6,530 -6,459 24,112 -6,121 -26,000 YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% (Percent of revenue) 9.8% 9.0% 1.04% 9.5% 9.7% 9.4% 10.0% Amortization on intangible assets associated with products -2,448 -2,430 -2,533 -2,539 -9,920 -2,040 -8.00 OY -1.2% -1.2% | (Percent of revenue) | 43.0% | 40.7% | 41.7% | 32.9% | 39.4% | 41.4% | | | | | 38.8% |
| Percent of revenue 57.0% 59.3% 58.3% 67.1% 60.6% 58.6% 61.2% SG&A expenses 115.551 176,91 19.579 26,732 79,554 20,447 -81,000 YoY -3.1% 1.8% 0.9% 30.2% 8.4% 31.5% 5.0% R&D expenses -5.616 -5.507 -6.530 -6.459 -24,112 -6,121 -26,000 YoY -9.0% 5.1% 13.8% 4.4% 3.30 9.0% 7.8% (Percent of revenue) 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 10.0% Amortization on intangible assets associated with products -2,448 -2,430 -2,503 -2,539 -9,920 -2,040 -8,900 YoY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% 10.3% (Percent of revenue) 4.3% 4.0% 3.7% 4.0% 3.1% 5.0 Other expenses -1.367 -253 330 39,599 | Gross profit | 32,822 | 36,377 | 36,690 | 45,495 | 151,384 | 38,062 | | | | | 159,000 |
| SG&A expenses -15,551 -17,691 -19,579 -26,732 -79,554 -20,447 -81,000 YOY -3.1% 1.8% 0.9% 30.2% 8.4% 31.5% 5.0% (Percent of revenue) 27.0% 28.8% 31.1% 33.4% 31.9% 31.5% 31.2% R&D expenses -5,616 -5,507 -6,530 -6,459 -24,112 -6,121 -26,000 YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% (Percent of revenue) 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 10.0% Amortization on intangible assets associated with products -2,448 -2,430 -2,503 -2,539 -9,920 -2,040 -8,900 YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% -10.4% -10.0% Obther income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 | YoY | -6.3% | 2.6% | -2.1% | 17.4% | 3.2% | 16.0% | | | | | 5.0% |
| YOY -3.1% 1.8% 0.9% 30.2% 8.4% 31.5% 5.0% (Percent of revenue) 27.0% 28.8% 31.1% 39.4% 31.9% 31.5% 31.5% 31.6% 31.9% 31.9% 31.5% 31.6% 31.9% 31.9% 31.5% 24.112 -26,000 -26,000 7.8% (Percent of revenue) 9.9% 5.1% 13.8% 4.4% 3.3% 9.0% 9.0% 7.8% (Percent of revenue) 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 10.0% -8.900 10.0% -8.900 -8. | (Percent of revenue) | 57.0% | | 58.3% | 67.1% | 60.6% | 58.6% | | | | | 61.2% |
| Percent of revenue 27.0% 28.8% 31.1% 39.4% 31.9% 31.5% 31.2% | SG&A expenses | -15,551 | -17,691 | -19,579 | -26,732 | -79,554 | -20,447 | | | | | -81,000 |
| R&D expenses -5,616 -5,507 -6,530 -6,459 -24,112 -6,121 -26,000 YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% Percent of revenue 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 10.0% Amortization on intangible assets associated with products -2,448 -2,430 -2,503 -2,539 -9,920 -2,040 -8,900 YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% -10.3% (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% 3.4% Other income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YOY -13.3% 9,3% 13.6% <td< td=""><td>YoY</td><td>-3.1%</td><td>1.8%</td><td>0.9%</td><td>30.2%</td><td>8.4%</td><td>31.5%</td><td></td><td></td><td></td><td></td><td>5.0%</td></td<> | YoY | -3.1% | 1.8% | 0.9% | 30.2% | 8.4% | 31.5% | | | | | 5.0% |
| YOY -9.0% 5.1% 13.8% 4.4% 3.3% 9.0% 7.8% (Percent of revenue) 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 10.0% Amortization on intangible assets associated with products -2,448 -2,430 -2,503 -2,539 -9,920 -2,040 -8,900 YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% -10.3% (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% 3.4% Other income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YOY -13,3% 9,3% -13,6% - -61,5% 19,0% 221,3% (Percent of revenue) 13,9% 17,4% 13.6% <td< td=""><td>(Percent of revenue)</td><td>27.0%</td><td>28.8%</td><td>31.1%</td><td>39.4%</td><td>31.9%</td><td>31.5%</td><td></td><td></td><td></td><td></td><td>31.2%</td></td<> | (Percent of revenue) | 27.0% | 28.8% | 31.1% | 39.4% | 31.9% | 31.5% | | | | | 31.2% |
| Percent of revenue 9.8% 9.0% 10.4% 9.5% 9.7% 9.4% 9.4% 10.0% | R&D expenses | -5,616 | -5,507 | -6,530 | -6,459 | -24,112 | -6,121 | | | | | -26,000 |
| Amortization on intangible assets associated with products YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% -10.3% (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% 3.4% Other income 176 174 174 15,483 16,007 120 500 100 100 100 100 100 100 100 100 10 | YoY | -9.0% | 5.1% | 13.8% | 4.4% | 3.3% | 9.0% | | | | | 7.8% |
| assets associated with products -2,448 -2,430 -2,503 -2,539 -9,920 -2,040 -8,900 YOY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% -10.3% (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% Other income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YOY -13.3% 9,3% -13.6% - -61.5% 19,0% 2221.3% (Percent of revenue) 13.9% 17.4% 13.6% - -52.2% 14.7% 16.0% Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method - -15 -18.3% | (Percent of revenue) | 9.8% | 9.0% | 10.4% | 9.5% | 9.7% | 9.4% | | | | | 10.0% |
| YoY -1.2% -1.2% 1.1% 2.1% 0.2% -16.7% (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% Other income 176 174 174 15.483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YoY -13.3% 9.3% -13.6% - -61.5% 19,0% 221.3% (Percent of revenue) 13.9% 17.4% 13.6% - -5.2% 14.7% 16.0% Finance income 530 36 450 330 1,346 590 900 Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method - -15 -183 -358 -297 1,200 < | assets associated with | -2,448 | -2,430 | -2,503 | -2,539 | -9,920 | -2,040 | | | | | -8,900 |
| (Percent of revenue) 4.3% 4.0% 4.0% 3.7% 4.0% 3.1% Other income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YoY -13.3% 9,3% -13.6% - -61.5% 19,0% 221.3% (Percent of revenue) 13.9% 17.4% 13.6% - -5.2% 14.7% 16.0% Finance income 530 36 450 330 1,346 590 900 Finance expenses -187 -695 -264 -341 -1,488 -227 -200 Share of loss of investments accounted for using equity method - -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 <td< td=""><td></td><td>-1.2%</td><td>-1.2%</td><td>1.1%</td><td>2.1%</td><td>0.2%</td><td>-16.7%</td><td></td><td></td><td></td><td></td><td>-10.3%</td></td<> | | -1.2% | -1.2% | 1.1% | 2.1% | 0.2% | -16.7% | | | | | -10.3% |
| Other income 176 174 174 15,483 16,007 120 500 Other expenses -1,367 -253 330 -39,599 -40,889 -39 -1,700 Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YoY -13.3% 9.3% -13.6% 61.5% 19.0% 221,3% Percent of revenue) 13.9% 17.4% 13.6% | (Percent of revenue) | | | | | | | | | | | ł |
| Operating profit 8,016 10,670 8,581 -14,351 12,917 9,537 41,500 YoY -13.3% 9.3% -13.6% — -61.5% 19.0% 221.3% (Percent of revenue) 13.9% 17.4% 13.6% — 5.2% 14.7% 16.0% Finance income 530 36 450 330 1,346 590 900 Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7,1% 6,3% -18,4% — -61,3% 14,3% 230,2% (Percent of revenue) 14,5% 16,3% 13,7% — 5.0% 14,7% 15.8% Income tax expenses -2,235 -2,420 -1,362 | Other income | 176 | 174 | 174 | 15,483 | 16,007 | 120 | | | | - | |
| YoY -13.3% 9.3% -13.6% — -61.5% 19.0% (Percent of revenue) 13.9% 17.4% 13.6% — 52.9% 14.7% Finance income 530 36 450 330 1,346 590 Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7.1% 6.3% -18.4% — 61.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4% — 69.4% 20.3% 20.3% 359.0% (Percent of revenue) <td>Other expenses</td> <td>-1,367</td> <td>-253</td> <td>330</td> <td>-39,599</td> <td>-40,889</td> <td>-39</td> <td></td> <td></td> <td></td> <td></td> <td>-1,700</td> | Other expenses | -1,367 | -253 | 330 | -39,599 | -40,889 | -39 | | | | | -1,700 |
| (Percent of revenue) 13.9% 17.4% 13.6% — 5.2% 14.7% Finance income 530 36 450 330 1,346 590 Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7.1% 6.3% -18.4% — -61.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4% — -69.4% 20.3% 30,500 YoY -4.2% 12.4% 1.4% — -69.4% | Operating profit | 8,016 | 10,670 | 8,581 | -14,351 | 12,917 | 9,537 | | | | | 41,500 |
| Finance income 530 36 450 330 1,346 590 Finance expenses -187 -695 -264 -341 -1,488 -277 -200 Share of loss of investments accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7.1% 6.3% -18.4% — -61.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4% — -69.4% 20.3% 30,500 YoY -4.2% 12.4% 1.4% — -69.4% 20.3% 359.0% (Percent of revenue) 10.6% 12.3% 11.5% — <td>YoY</td> <td>-13.3%</td> <td>9.3%</td> <td>-13.6%</td> <td>· –</td> <td>-61.5%</td> <td>19.0%</td> <td></td> <td></td> <td></td> <td></td> <td>221.3%</td> | YoY | -13.3% | 9.3% | -13.6% | · – | -61.5% | 19.0% | | | | | 221.3% |
| Finance expenses | (Percent of revenue) | 13.9% | 17.4% | 13.6% | _ | 5.2% | 14.7% | | | | | 16.0% |
| Share of loss of investments accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7.1% 6.3% -18.4% — -61.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4% — -69.4% 20.3% YoY -4.2% 12.4% 1.4% — -69.4% 20.3% (Percent of revenue) 10.6% 12.3% 11.5% — 2.7% 11.3% 11.7% Owners of the company Non-controlling interests -65 -50 -56 -15 -15 -15 -15 -15 | Finance income | 530 | 36 | 450 | 330 | 1,346 | 590 | | | | _ | 900 |
| accounted for using equity method — -17 -158 -183 -358 -297 1,200 Profit before tax 8,359 9,994 8,609 -14,545 12,418 9,552 41,000 YoY -7.1% 6.3% -18.4% — -61.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4,301 6,645 7,367 30,500 (Percent of revenue) 10.6% 12.3% 11.5% — -69,4% 20.3% (Percent of revenue) 10.6% 12.3% 11.5% — 2.7% 11.3% 11.7% Owners of the company Non-controlling interests -65 -50 -56 -15 -185 -15 -15 -300 | Finance expenses | -187 | -695 | -264 | -341 | -1,488 | -277 | | | | | -200 |
| YoY -7.1% 6.3% -18.4% — -61.3% 14.3% 14.3% 230.2% (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY -4.2% 12.4% 1.4% — 69.4% 20.3% 30,500 YoY -4.2% 12.4% 1.4% — 69.4% 20.3% 359.0% (Percent of revenue) 10.6% 12.3% 11.5% — 2.7% 11.3% 11.7% Owners of the company Non-controlling interests -65 -50 -56 -15 -185 -15 -15 | accounted for using equity | - | -17 | -158 | -183 | -358 | -297 | | | | | 1,200 |
| (Percent of revenue) 14.5% 16.3% 13.7% — 5.0% 14.7% 15.8% Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY 6,124 7,575 7,248 -14,301 6,645 7,367 30,500 YoY -4.2% 12.4% 1.4% — -69.4% 20.3% 20.3% 359.0% (Percent of revenue) 10.6% 12.3% 11.5% — 2.7% 11.3% 11.7% Owners of the company Non-controlling interests 6,189 7,624 7,304 -14,286 6,830 7,383 30,800 Non-controlling interests -65 -50 -56 -15 -185 -15 -15 | Profit before tax | 8,359 | 9,994 | 8,609 | -14,545 | 12,418 | 9,552 | | | _ | | 41,000 |
| Income tax expenses -2,235 -2,420 -1,362 244 -5,773 -2,185 105.00 Net profit for the period YoY 6,124 7,575 7,248 -14,301 6,645 7,367 30,500 YoY -4.2% 12.4% 1.4% - -69.4% 20.3% 20.3% 359.0% (Percent of revenue) 10.6% 12.3% 11.5% - 2.7% 11.3% 11.7% Owners of the company Non-controlling interests 6,189 7,624 7,304 -14,286 6,830 7,383 30,800 Non-controlling interests -65 -50 -56 -15 -185 -15 -15 | YoY | -7.1% | 6.3% | -18.4% | _ | -61.3% | 14.3% | | | | | 230.2% |
| Net profit for the period 6,124 7,575 7,248 -14,301 6,645 7,367 20.3% YoY -4.2% 12.4% 1.4% - -69.4% 20.3% (Percent of revenue) 10.6% 12.3% 11.5% - 2.7% 11.3% Owners of the company 6,189 7,624 7,304 -14,286 6,830 7,383 30,800 Non-controlling interests -65 -50 -56 -15 -185 -15 -15 | (Percent of revenue) | 14.5% | 16.3% | 13.7% | _ | 5.0% | 14.7% | | | | | 15.8% |
| YoY -4.2% 12.4% 1.4% - 69.4% 20.3% | Income tax expenses | -2,235 | -2,420 | -1,362 | 244 | -5,773 | -2,185 | | | | | 105.00 |
| (Percent of revenue) 10.6% 12.3% 11.5% — 2.7% 11.3% Owners of the company Non-controlling interests 6,189 7,624 7,304 -14,286 6,830 7,383 30,800 Non-controlling interests -65 -50 -56 -15 -15 -15 -300 | Net profit for the period | 6,124 | 7,575 | 7,248 | -14,301 | 6,645 | 7,367 | | | _ | | 30,500 |
| Owners of the company 6,189 7,624 7,304 -14,286 6,830 7,383 30,800 Non-controlling interests -65 -50 -56 -15 -185 -15 -15 -300 | YoY | -4.2% | 12.4% | 1.4% | _ | -69.4% | 20.3% | | | | | 359.0% |
| Non-controlling interests -65 -50 -56 -15 -185 -15 -300 | (Percent of revenue) | 10.6% | 12.3% | 11.5% | _ | 2.7% | 11.3% | | | | | 11.7% |
| | Owners of the company | 6,189 | 7,624 | 7,304 | -14,286 | 6,830 | 7,383 | | | | | 30,800 |
| | | | | | | -185 | -15 | | | | | -300 |

[•]FY2020: Year ending March 31, 2021 •FY2021: Year ending March 31, 2022

Santen Group has adopted International Financial Reporting Standards (IFRS) from the fiscal year ended March 31, 2015, for the purpose of enhancing the international comparability of its financial information.

Quarterly revenue details

| ■Revenue by business se | gment | | | | | | | | | (JPY | millions) |
|------------------------------|--------|--------|--------|--------|---------|--------|----|--------|----|------|------------------|
| | | | FY2020 | | | | | FY2021 | | | FY2021 |
| | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | Full Forecast |
| Prescription pharmaceuticals | 54,336 | 57,150 | 59,030 | 64,171 | 234,687 | 61,008 | | | | | 244,000 |
| YoY | 0.2% | 3.5% | -0.3% | 14.8% | 4.5% | 12.3% | | | | | 4.0% |
| OTC pharmaceuticals | 2,043 | 2,961 | 2,382 | 2,024 | 9,410 | 2,444 | | | | | 10,000 |
| YoY | -45.0% | -1.2% | -24.0% | -7.5% | -21.8% | 19.7% | | | | | 6.3% |
| Medical devices | 827 | 889 | 1,071 | 1,249 | 4,037 | 1,145 | | | | | 5,000 |
| Others | 357 | 341 | 398 | 375 | 1,471 | 389 | | | | | 1,000 |
| Total | 57,563 | 61,342 | 62,881 | 67,819 | 249,605 | 64,986 | | | | | 260,000 |
| YoY | -2.7% | 2.9% | -1.1% | 14.5% | 3.3% | 12.9% | | | | | 4.2% |

| [Japan] | | | | | | | | | | (JPY | millions) |
|------------------------------|--------|--------|--------|--------|---------|--------|----|--------|----|------|------------------|
| | | | FY2020 | | | | | FY2021 | | | FY2021 |
| | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | Full Forecast |
| Prescription pharmaceuticals | 35,078 | 36,075 | 38,992 | 45,662 | 155,807 | 38,952 | | | | | 156,100 |
| YoY | 4.4% | 3.3% | -0.9% | 11.4% | 4.7% | 11.0% | | | | | 0.2% |
| OTC pharmaceuticals | 1,975 | 2,851 | 2,303 | 1,928 | 9,058 | 2,305 | | | | | 9,700 |
| YoY | -45.7% | -2.3% | -24.7% | -8.4% | -22.7% | 16.7% | | | | | 7.1% |
| Medical devices | 645 | 690 | 784 | 806 | 2,926 | 695 | | | | | 3,400 |
| Others | 317 | 318 | 358 | 349 | 1,343 | 369 | | | | _ | 800 |
| Total | 38,016 | 39,934 | 42,438 | 48,746 | 169,133 | 42,321 | | | | | 170,000 |
| YoY | -0.7% | 2.2% | -2.4% | 10.3% | 2.5% | 11.3% | | | | | 0.5% |

| [Overseas] | | | | | | | | | | (JPY | millions) |
|------------------------------|--------|--------|--------|--------|--------|--------|----|--------|----|------|------------------|
| | | | FY2020 | | | | | FY2021 | | | FY2021 |
| | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | Full Forecast |
| Prescription pharmaceuticals | 19,258 | 21,076 | 20,037 | 18,510 | 78,880 | 22,055 | | | | | 87,900 |
| YoY | -6.8% | 3.7% | 0.8% | 24.4% | 4.1% | 14.5% | | | | | 11.4% |
| OTC pharmaceuticals | 67 | 110 | 79 | 96 | 352 | 139 | | | | | 300 |
| YoY | -11.2% | 40.4% | 5.1% | 15.1% | 12.7% | 106.3% | | | | | -14.7% |
| Medical devices | 182 | 199 | 287 | 443 | 1,111 | 450 | | | | | 1,600 |
| Others | 40 | 23 | 40 | 25 | 129 | 20 | | | | | 200 |
| Total | 19,547 | 21,408 | 20,443 | 19,074 | 80,472 | 22,665 | | | | | 90,000 |
| YoY | -6.3% | 4.1% | 1.8% | 27.0% | 5.1% | 15.9% | | | | | 11.8% |

| ■Revenue by region | | | | | | | | | | (JPY | millions) |
|------------------------------|--------|-------|--------|--------|--------|--------|----|--------|----|------|--------------------|
| | | | FY2020 | | | | | FY2021 | | | FY2021 |
| | Q1 | Q2 | Q3 | Q4 | Full | Q1 | Q2 | Q3 | Q4 | Full | Full |
| China | 5.806 | 6.952 | 5.570 | 5.021 | 23.349 | 6,460 | | | | | Forecast 27.000 |
| China | - , | - , | - , | - , - | -, | | | | | | , |
| YoY | -14.0% | -0.1% | -1.6% | 70.2% | 4.6% | 11.2% | | | | | 15.6% |
| Asia (China is not included) | 3,953 | 5,244 | 4,117 | 3,902 | 17,216 | 4,600 | | | | | 19,000 |
| YoY | -11.2% | 21.6% | 5.6% | 1.8% | 4.4% | 16.4% | | | | | 10.4% |
| EMEA | 9,566 | 8,859 | 10,021 | 9,450 | 37,896 | 10,704 | | | | | 40,000 |
| YoY | 1.2% | -0.9% | -4.4% | 16.7% | 2.5% | 11.9% | | | | | 5.6% |
| Americas | 222 | 353 | 736 | 701 | 2,011 | 901 | | | | | 4,000 |
| YoY | 6.6% | 2.4% | _ | 411.7% | 173.5% | 305.8% | | | | | 98.9% |

Quarterly revenue details

■Revenue of major products (JPY millions) FY2020 FY2021 FY2021 Brand name (Therapeutic Region Full Q1 Q2 Q3 Q4 Full Q2 Q3 Q4 category) Q1 -orecast 3.291 12.650 Total 4,286 2,874 2,200 12.147 488 1,754 Japar 521 557 528 365 1,971 1,592 Cravit 2,186 2,760 China 1.661 1.321 7.927 7.859 (Bacterial conjunctivitis) 386 505 Asia 712 313 311 1 722 1 786 257 203 316 910 EME/ 197 372 1.029 319 598 1,215 Total 288 222 1,427 Tarivid Japar 80 99 88 61 337 87 279 (Bacterial conjunctivitis) 149 179 180 176 683 213 688 China 82 86 Asia 320 20 -15 406 247 1.529 1.683 1,394 1,430 6.036 6,566 Total Tancom Japan 685 651 729 539 2 604 2.403 173 (Glaucoma) 122 108 162 155 546 Asia 763 3,399 EME/ 722 671 793 700 2,886 4,672 4,806 3,994 4.444 20.564 17.915 Total 2,372 2 281 2.233 2.417 1.687 Japar 8.709 8 738 Tapros 266 114 117 215 602 2.788 China 157 (Glaucoma) 2,105 461 493 468 485 1,907 490 Asia EME/ 1,725 1,602 1,763 1,606 6,696 6,933 4,725 5,437 19,597 5,609 5,119 5,424 20,877 Total Cosopt Japar 2.042 1.775 1.851 1.272 6.940 1.576 5.173 4,778 (Glaucoma) Asia 1,050 1,051 1,156 1,205 4,462 EME/ 516 2,293 2,417 ,248 9,475 9,646 472 Total 614 517 592 2,196 1,859 Timopto 322 295 210 789 Japan 311 1.137 *Including Timoptol XE 92 27 264 294 Asia 72 73 (Glaucoma) EMEA 200 196 209 190 794 777 Total ,082 ,181 ,167 936 4,365 1,169 3,862 350 320 331 226 1.009 Trusopt Japar 1.227 (Glaucoma) 67 111 80 86 308 Asia EMEA 664 750 756 623 2,794 768 2,546 3,696 Total 589 619 734 594 2,536 Evbelis 589 3,612 619 734 574 2,516 Japan 32,752 3.047 4.978 5,065 32,368 Total 4.647 20.080 4,647 3,047 32 225 Japan 4.978 20.062 32.733 5,038 *Including Alesion LX (Allergy) 19 143 Asia 19 650 817 654 Total 691 2.812 2.961 Flumetholon Japar 242 253 249 308 1,052 924 (Inflammation) China 325 485 263 319 1,392 528 1,676 84 83 368 361 Asia 79 142 64 Total 974 1.081 1.042 899 3,995 1.077 4.025 Pirenoxine Ophthalmic Japar 616 629 666 481 2,391 2,354 222 China 189 208 184 190 771 717 (Senile cataract 238 169 192 227 832 Asia 244 954 Oftan Catachrom Total 870 196 318 446 1.830 1.767 (Senile cataract) FMFA 870 196 318 446 1,830 1,767 Sodium Hyaluronate Onhthalmic 544 Total 527 558 665 439 2,189 2,414 Viscoelastic Preparation (Adjuvant for ophthalmic 527 558 665 439 2,189 544 2,414 operations) 16,802 16,491 17,662 13,498 64,454 18,727 65,038 Total EYLEA* (Intravitreal VEGF inhibitor) 16,802 16,491 17,662 13,498 64,454 65,038 Japan 5,185 4,251 4.523 5.023 3.689 18.420 14.932 Total Hvalein Japar 1.815 1.789 1.972 1.392 6.967 1.721 5.893 (Dry eye) 2,349 2,425 2,054 9.259 2.145 6,918 China 2.431 Asia 359 972 620 ,194 ,121 243 2,121 17,935 3,558 4,004 Total 3,551 3,291 14,403 3,012 3,069 3.540 2,663 12.283 3.402 13.249 Diguas Japar (Dry eye) 2,782 China 167 307 697 71 172 717 Asia 468 297 1,404 1,904 939 1,137 1,260 1,192 1,656 5,553 Total 4.529 Ikervis 191 1.368 Asia 226 230 243 890 246 (Dry eye) 912 3,638 1,410 EMEA 748 1.029 949 4.184 Total 672 933 761 696 3,062 829 3,420 103 Cationorm Asia 54 57 256 337 EMEA 438 586 470 475 1,969 532 2,315 (Dry eye) 293 838 194 US 163 218 165 768 Lentis comfort Total 215 250 364 367 1,196 341 2,058 (Intraocular Lens for Cataract 1,196 2,058 Japan 215 250 364 367 341 Treatment) 273 273 Total 174 182 892 1,500 263 347 PRESERFLO MicroShunt (Glaucoma implant device EMEA 174 182 263 892 1.440 2 961 2.382 2.444 2 043 2 024 9 4 1 0 10 000 Total OTC pharmaceuticals Japar 1,975 2.851 2.303 1.928 9.058 9,700 67 352 Asia 110 96 300

^{*1} Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

^{*} Forecasts in this report are based on currently available information. Actual results may differ materially depending on a number of factors including business environment change and others. Our full-year forecasts are based on our foreign exchange assumptions. Revenue by region shows that of major countries or regions.